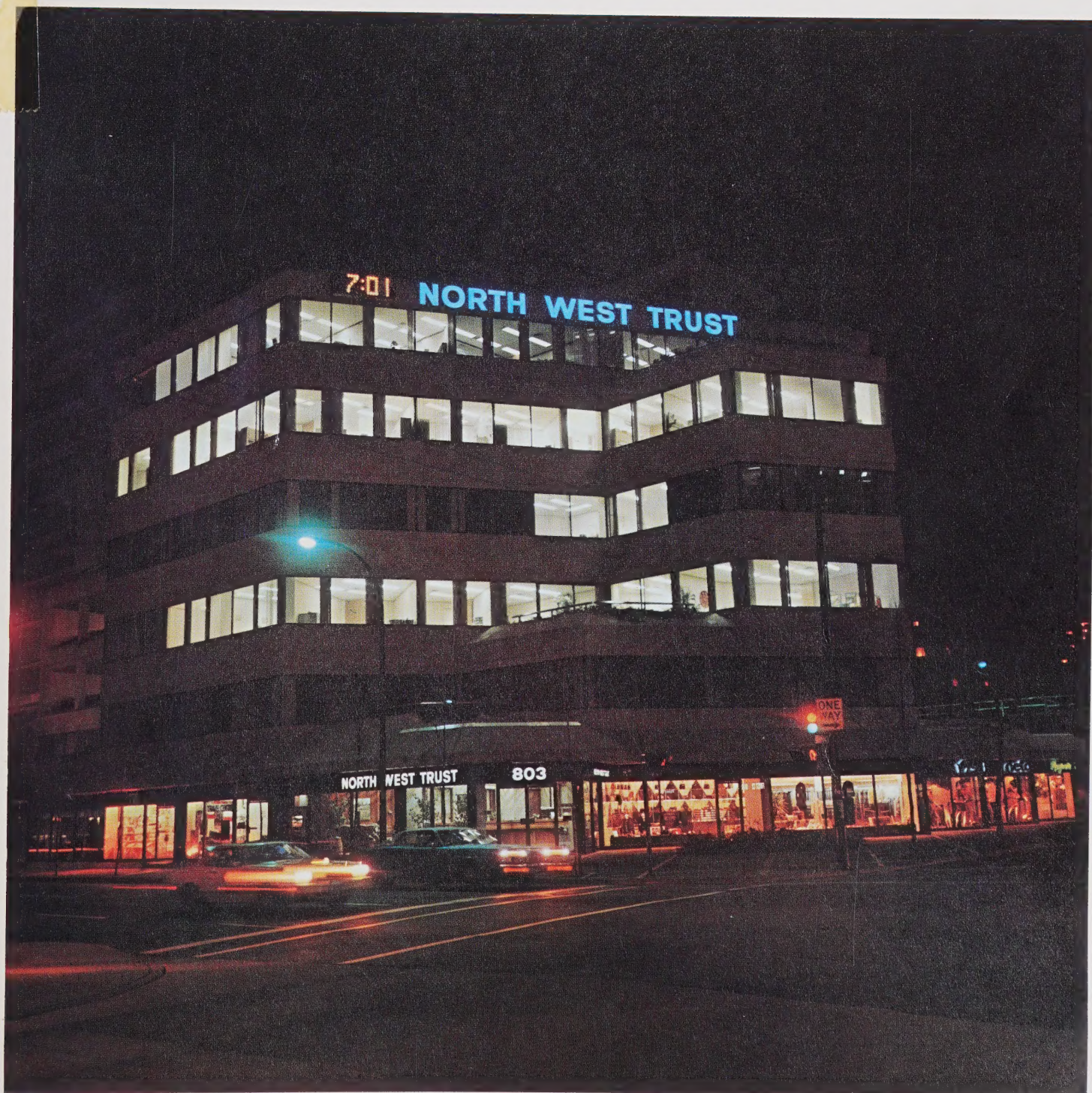




Annual Report

1981





Directors

*Charles R. Allard, B. Sc. L.L.B.	Director
*Charles J. Combe	Director
David E. Jenkins, B.A., L.L.B.	Director
Donald M. Lyons	Director
Douglas R. Matheson, B.A., L.L.B., Q.C.	Director
Howard E. Ross	Director
*A. Scott Taylor	Director
Anton M. Usselman	Director
*Douglas B. Watson	Director
Roy G. Wilson	Director
*Members of Audit Committee	

Executive Officers

Roy G. Wilson
Donald M. Lyons
Barbara J. Belch, M.B.A.
David R. Gourlay, R.I.A.
Erwin Granson, R.I.A.
Robert J. Kallir, B.A., L.L.B.
Denis LePage, M.T.C.I.
Douglas R. Matheson, B.A., L.L.B., Q.C.
Alan R. Olinyk, B. Comm.
R. Lawrence Nicholson, R.I.A.
Donald V. Roberts

Head Office

7th Floor, 10201 - Jasper Avenue,
Edmonton, Alberta
T5J 3R3
Telephone: (403)420-6071

Stock Exchange Listing

Alberta Stock Exchange

Registrar and Transfer Agent

North West Trust Company

Bankers

Royal Bank of Canada

Auditors

Touche Ross & Co.
Chartered Accountants

Picture — front cover

North West Trust Company
Vancouver Branch

Affiliates

Barrister & Solicitor, Partner, Milner and Steer
Vice Chairman and Chief Executive Officer, Carma Ltd.
President & Chief Operating Officer — Allarco Group Ltd.
President & Chief Operating Officer North West Trust Company
Barrister & Solicitor, Partner, Matheson & Co.
President Britannia Homes Ltd.
Vice-President — Pembroke Management Ltd.
President — Anton Developments Ltd.
Legal Counsel For Nu-West Group Ltd.
President & Chief Operating Officer Carma Ltd.

Position

Chairman of the Board and Chief Executive Officer
President & Chief Operating Officer
Vice President of Investments
Vice President of Operations
Controller
Secretary and Corporate Counsel
Vice President of Mortgage Investments
Vice President
Vice President of Real Estate
Senior Vice President and Chief Financial Officer
Vice President of Marketing

Contents

	Page
Financial Highlights	1
Report to the Shareholders	2 - 3
Executive Officers	4
Branch Openings	5
N.A. Properties,	
Property Management Branch	6
Auditors' Report	7
Consolidated Financial Statements	8 - 12
Notes to Consolidated Statements	13 - 14
Five Year Summary	15
Services	16
Offices, Managers	17

Annual Meeting

to be held in the Head Office Board Room,
7th Floor, 10201 - Jasper Avenue.
on April 27th 1982 at 11:00 a.m.

Financial Highlights

Year ended December 31, 1981
(Thousands of Dollars)

UNIVERSITY OF ALBERTA
FACULTY OF BUSINESS ADMINISTRATION
AND COMMERCE
FRANCIS G. WINSPEAR COLLECTION

	<u>1981</u>	<u>1980</u>	Increase (Decrease) %
Gross Operating Income	\$ 72,134	\$ 56,235	28.3
Net Earnings	6,505	9,183	(29.2)
Earnings per Share			
operating	10.08	9.32	8.2
gain on sale of revenue property	2.55	8.51	(70.0)
	<u>12.63</u>	<u>17.83</u>	(29.2)
Dividend per Preferred Share	2.00	1.50	33.3
Dividend per Common Share	2.00	1.50	33.3
Securities	53,285	57,004	(6.5)
Mortgages and Loans	299,683	264,081	13.5
Revenue Properties	41,695	41,232	1.1
Total Assets	534,847	460,589	16.1
Customer Liabilities	445,135	388,052	14.7
Shareholders' Equity	29,663	24,188	22.6

Report to the Shareholders



Roy G. Wilson
Chairman of the Board and Chief Executive Officer



Donald M. Lyons
President and Chief Operating Officer

On behalf of your Board of Directors we take pleasure in presenting the Twenty-Fourth Annual Report.

Our net operating income from the trust and banking services was \$5,191,000 for 1981 as compared to \$4,798,000 for 1980, which is the highest ever obtained from operations and recorded a gain of 8.2%. This was accomplished notwithstanding the squeeze on the margin of profit from investments caused by the escalating rates paid on customer deposits and term notes.

The total net income for the year was \$6,505,000 or \$12.63 per share compared with \$9,183,000 or \$17.83 per share for 1980. The decrease in the net income was in the gain on the sale of real estate. Net gain from this source in 1981 was \$1,314,000 or \$2.55 per share compared to \$4,385,000 or \$8.51 per share for 1980.

We refer the reader to the notes in the financial statements, wherein a summary analysis of our real estate holdings is tabulated. This is the first time we have provided this information, which shows the book cost of our realty portfolio, as well as the appraised values. You will note that the appraised surplus increased some six million dollars during 1981, to a total of \$42,786,000.

The dividend on both the common and the first preferred participating shares of North West Trust was increased on an annual basis from \$1.50 per share to \$2.00 per share.

The year 1981 was marked by unprecedented changes in the bank rate which brought pressures on the operations of the trust industry. Your Company has been fortunate in having a substantial portion of its assets in cash or equivalent investment securities. These investments reacted favourably with changes in the economy and the capital market. We reduced our vulnerability to interest rate changes by matching as closely as possible the terms of our asset/liability portfolio. A conservative investment policy continues to be appropriate.

The Richardson building property on Jasper Avenue in downtown Edmonton, which housed the Edmonton Main Branch since 1970, was no longer considered adequate for our Main Branch. This building was sold and we leased space on the ground floor in the new Interprovincial Pipeline Building at the corner of Jasper Avenue and 102nd Street for our Main Branch. Additional space has been provided in the building for our Head Office which will move to this location in early 1982.

In September a new branch was opened in Lethbridge, Alberta, in the College Mall which is owned by N. A. Properties Ltd., a wholly owned subsidiary. The immediate growth attained by this branch has exceeded our expectations.

In December another Branch was opened in downtown Saskatoon, Saskatchewan. For many years we have enjoyed an excellent exposure in Saskatchewan through our Agency force and the opening of this Branch has strengthened our presence in this area by offering a complete line of banking services. We now have fifteen branches located throughout the four Western Canadian Provinces.

Major renovations were completed at the Winnipeg branch on Portage Avenue and the Fort McMurray Branch in the Downtown Mall.

Our savings and loan services enjoyed excellent growth during 1981 with an increase of \$57 million or 14.7% in deposits and \$35 million or 13.5% in mortgages and consumer loans. Retirement Savings Plans continue to increase in volume and the number of accounts is now in excess of 18,000. The Income Averaging contracts and Registered Home Ownership Plans showed a modest growth.

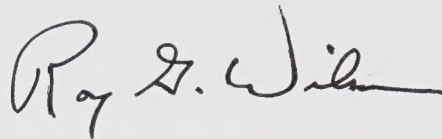
Success in planning and execution was particularly evident in the opening of our new branches and the campaigns carried on during the year to promote our various products. Our public relations program coupled with an aggressive advertising campaign has brought about an increased awareness by the public of our presence in the market place.

Numerous promotions were made and qualified people were added to the management team. During the year Mr. R. Lawrence Nicholson was appointed Senior Vice President and Chief Financial Officer, Mr. David R. Gourlay was appointed Vice President, Operations, Mr. Denis LePage was appointed Vice President, Mortgage Investments and Mr. Erwin Granson was appointed to the position of Controller. New members joining the management team were Mrs. Barbara Belch as Vice President, Investments, Mr. Alan R. Olynyk as Vice President, Real Estate and Mr. Robert J. Kallir as Corporate Counsel and Secretary of the Company.

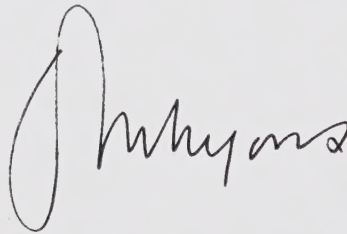
Dr. Charles A. Allard, the Chairman of the Board of the Company from 1958 decided to resign in order to devote himself to his other enterprises. His contribution to the Company can never adequately be expressed in words and his guidance and counsel will be missed by his colleagues and fellow directors. We acknowledge with thanks his contributions to the Company.

The Board of Directors was increased during the year and we wish to express our thanks to the Board for their wisdom, counsel and support.

The success of the Company could never have been achieved without an excellent and hard working team of employees. In concluding we wish to express our personal thanks and appreciation to them and we look forward to 1982 with confidence, knowing we have an excellent financial base and motivated people to meet the challenges and new objectives.



Roy G. Wilson
Chairman of the Board
and Chief Executive Officer



Donald M. Lyons
President and
Chief Operating Officer

Executive Officers



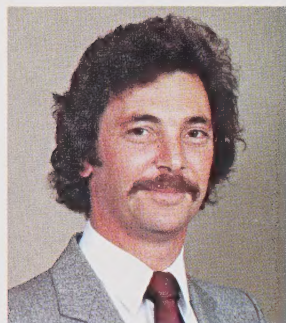
Barbara J. Belch
Vice President
Investments



David R. Gourlay
Vice President
Operations



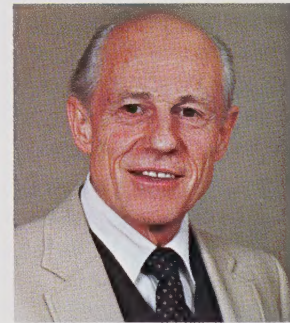
Erwin Granson
Controller



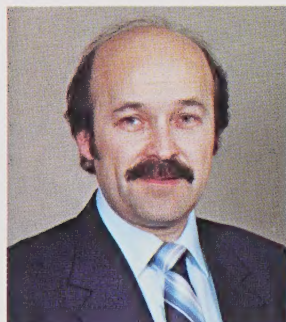
Robert J. Kallir
Secretary
Corporate Counsel



Denis LePage
Vice President
Mortgage Investments



Douglas R. Matheson
Vice President



R. Lawrence Nicholson
Senior Vice President
Chief Financial Officer



Alan R. Olinyk
Vice President
Real Estate



Donald V. Roberts
Vice President
Marketing

Branch Openings

Lethbridge

North West Trust opened its 14th branch in Lethbridge, Alberta, on September 24, 1981. Numerous civic dignitaries assisted the Mayor of Lethbridge in the ribbon cutting ceremony which officially opened the branch located in the College Mall Shopping Center, 2025 Mayor McGrath Drive. This branch enjoys a good location and continues to do well under the management of Mr. Bob Roy.



Saskatoon

On December 10, 1981 North West Trust's 15th branch was officially opened at Saskatoon, Saskatchewan by the city's Mayor and other dignitaries. This branch is located at 129 - 2 Ave. N. and is under the management of Mr. Bill Nolan. Saskatoon branch had a very successful start and has continued to do well for North West Trust.



Edmonton (Main) (Relocation)

The building which housed Edmonton Main Branch was sold in 1981. On December 21, 1981 Main Branch was moved to the I.P.L. Tower located at 10205 Jasper Ave. This branch has a beautiful new location and under the management of Mr. Bill Coghill will represent North West Trust in an efficient and professional manner.



N. A. Properties Ltd.

N. A. Properties Ltd., incorporated in September 1971, is a wholly owned subsidiary of North West Trust involved in the acquisition, disposition, and development of real estate. The value of N. A.'s real estate portfolio is in excess of \$100,000,000 consisting primarily of income producing property located in British Columbia, Alberta, and Saskatchewan. The Company's most aggressive planned development to date is the Garneau Office Tower located at 112th Street and 83rd Avenue in Edmonton valued in excess of \$25,000,000.



Norwester 2, Showcase Warehouse, Edmonton, Alberta



College Mall, Lethbridge, Alberta



Parkland Mall, Yorkton, Saskatchewan

Property Management

North West Trust's Property Management Division provides complete managerial services for commercial, industrial and residential properties. To date, the Division has concentrated on managing properties in Western Canada owned by Carma Developers Ltd., Allarco Group Ltd., North West Trust, and N. A. Properties Ltd. A staff in excess of 80, manages a portfolio valued at nearly \$200,000,000. A major thrust of the Division in 1982 will be the securing of new clients.



Lord Highland Apartments, Vancouver, B.C.



Southwinds Apartments, Red Deer, Alberta



Parkview Townhouses, Edmonton, Alberta

Touche Ross & Co.
Chartered Accountants

AUDITORS' REPORT

The Shareholders,
North West Trust Company.

We have examined the consolidated balance sheet of North West Trust Company as at December 31, 1981 and the consolidated statements of income, retained earnings, and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the Company as at December 31, 1981 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Edmonton, Alberta,
February 17, 1982.

Touche Ross & Co.
Chartered Accountants

Consolidated Balance Sheet

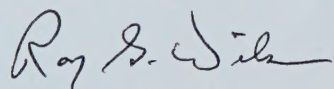
December 31, 1981

	<u>1981</u>	<u>1980</u>
ASSETS		
Cash and term deposits	\$115,410,000	\$ 84,122,000
Securities (Note 2)		
Bonds	32,196,000	41,890,000
Stocks	21,089,000	15,114,000
Accounts receivable	1,313,000	3,433,000
Mortgages and loans	299,683,000	264,081,000
Revenue properties	41,695,000	41,232,000
Property for development or resale	20,716,000	6,732,000
Office premises and equipment	2,199,000	3,687,000
Other assets	546,000	298,000

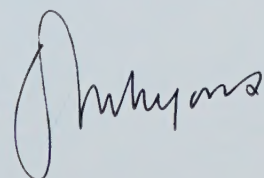
\$534,847,000

\$460,589,000

On behalf of the Board



Director



Director

	<u>1981</u>	<u>1980</u>
LIABILITIES		
Guaranteed account		
Deposits	\$217,098,000	\$173,256,000
Guaranteed investment certificates	<u>228,037,000</u>	<u>214,796,000</u>
	445,135,000	388,052,000
Accounts payable	3,531,000	4,190,000
Mortgages payable (Note 3)	41,908,000	32,526,000
Deferred income	102,000	1,409,000
Deferred income taxes	<u>14,508,000</u>	<u>10,224,000</u>
	<u>505,184,000</u>	<u>436,401,000</u>
SHAREHOLDERS' EQUITY		
Share capital (Note 4)		
Issued — 308, 014 common shares	1,783,000	1,783,000
— 207, 029 first preferred		
participating shares	<u>2,070,000</u>	<u>2,070,000</u>
	3,853,000	3,853,000
Retained earnings	<u>25,810,000</u>	<u>20,335,000</u>
	<u>29,663,000</u>	<u>24,188,000</u>
	<u>\$534,847,000</u>	<u>\$460,589,000</u>

Consolidated Statement of Income

Year Ended December 31, 1981

	<u>1981</u>	<u>1980</u>
Revenue		
Mortgages and loans	\$39,216,000	\$34,349,000
Securities and deposits	24,505,000	15,482,000
Rental income	6,974,000	5,316,000
Other income	1,439,000	1,088,000
	<u>72,134,000</u>	<u>56,235,000</u>
Expenses		
Interest on deposits and certificates	49,512,000	37,449,000
Salaries and employee benefits	3,598,000	2,715,000
Rental property expenses	4,506,000	4,290,000
Other operating expenses	5,236,000	3,925,000
Depreciation	954,000	1,028,000
	<u>63,806,000</u>	<u>49,407,000</u>
Operating income before income taxes	<u>8,328,000</u>	<u>6,828,000</u>
Income taxes		
Current (recoverable)	(469,000)	230,000
Deferred	3,606,000	1,800,000
	<u>3,137,000</u>	<u>2,030,000</u>
Net operating income	<u>5,191,000</u>	<u>4,798,000</u>
Gain on sale of real estate after applicable income taxes	<u>1,314,000</u>	<u>4,385,000</u>
Net income for the year	<u>\$ 6,505,000</u>	<u>\$ 9,183,000</u>
Earnings per share		
Net operating income	\$10.08	\$ 9.32
Net gain on sale of real estate	2.55	8.51
	<u>\$12.63</u>	<u>\$17.83</u>

Consolidated Statement of Retained Earnings

Year Ended December 31, 1981

	<u>1981</u>	<u>1980</u>
Balance at beginning of year	\$20,335,000	\$11,924,000
Net income for the year	<u>6,505,000</u>	<u>9,183,000</u>
	26,840,000	21,107,000
Deduct dividends	<u>1,030,000</u>	<u>772,000</u>
Balance at end of year	<u>\$25,810,000</u>	<u>\$20,335,000</u>

Consolidated Statement of Changes in Financial Position

Year Ended December 31, 1981

	<u>1981</u>	<u>1980</u>
Funds at beginning of year		
Cash and term deposits	\$ 84,122,000	\$ 61,809,000
Source of funds		
From operations		
Net income for the year	6,505,000	9,183,000
Deferred income taxes	4,284,000	2,481,000
Depreciation	954,000	1,028,000
Gain on sale of real estate	(1,987,000)	(5,945,000)
Other	(1,504,000)	(1,744,000)
Net income adjusted for non-fund items	8,252,000	5,003,000
Increase in deposits net of redemptions and withdrawals		
Guaranteed Investment Certificates	13,241,000	14,400,000
Deposits	43,753,000	32,162,000
Net decrease in securities	3,431,000	—
Proceeds on disposal of real estate	4,024,000	7,688,000
Proceeds on disposal of premises	3,100,000	—
Corporate income tax refunds	2,288,000	—
Increase in mortgage payable	—	3,159,000
Other	—	1,383,000
	<u>78,089,000</u>	<u>63,795,000</u>
Application of funds		
Net increase in securities	—	26,659,000
Mortgage advances net of repayments	28,864,000	9,236,000
Dividends paid	1,030,000	772,000
Acquisition of real estate	15,551,000	4,457,000
Acquisition of premises and equipment	956,000	358,000
Other	400,000	—
	<u>46,801,000</u>	<u>41,482,000</u>
Increase in funds for the year	<u>31,288,000</u>	<u>22,313,000</u>
Funds at end of year		
Cash and term deposits	<u>\$ 115,410,000</u>	<u>\$ 84,122,000</u>

Notes to Consolidated Financial Statements

December 31, 1981

1. Summary of accounting policies

a) Principles of consolidation

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiary N. A. Properties Ltd.

b) Securities

Bonds held for investment are stated at amortized values plus accrued interest. Bonds held for trading are stated at lower of cost or market, plus accrued interest.

Stocks are stated at cost plus accrued dividends less provision for losses where a decline in market value represents a permanent diminution in value. Dividends with record dates prior to the year-end are accrued.

c) Mortgages and loans

Mortgages and loans are recorded at amortized cost, which includes amounts advanced, interest capitalized and accrued, taxes and other charges, less repayments and provision for all anticipated losses.

d) Real estate

Revenue properties are recorded at acquisition or construction cost less accumulated depreciation of \$2,387,000 (1980 — \$1,970,000). Cost includes all initial leasing costs, interest, property taxes, operating income and expenses until such time as 75% occupancy is attained subject to a reasonable maximum period.

Depreciation on revenue properties is recorded using the 5% sinking-fund method on commercial properties based upon estimated useful lives varying from 30 to 50 years and the diminishing-balance method on residential and apartment properties at annual rates of up to 10%.

Property for development or resale is valued at lower of cost or market.

Gains or losses arising from the sale of real estate are generally recorded in the accounts in the year of disposal, except for those cases when a significant portion of the proceeds have not been received. Under such circumstances, the gain is deferred and recorded as income when significant proceeds are received.

e) Office premises and equipment

Office premises and equipment are stated at cost

less accumulated depreciation and amortization of \$1,082,000 (1980 — \$656,000). Depreciation is recorded on the diminishing-balance method at the following annual rates:

Buildings	5%
Office furniture and equipment	20%
Motor vehicles and data processing equipment	30%

Amortization of leasehold improvements is recorded on the straight-line method over the term of the lease.

f) Income taxes

The Company follows the tax allocation basis of accounting for income taxes. Under this method, timing differences between reported and taxable income (which occur when revenues and expenses recognized in the accounts in one year are taxed or claimed for tax purposes in another year) result in deferred taxes.

2. Securities

	1981		1980	
	Cost	Market	Cost	Market
Bonds — Investment				
Government of Canada & provincial	\$28,649,000	\$27,408,000	\$ 2,102,000	\$ 2,123,000
Municipal & corporate	3,458,000	3,137,000	123,000	114,000
	<u>32,107,000</u>	<u>30,545,000</u>	<u>2,225,000</u>	<u>2,237,000</u>
Bonds — Trading				
Government of Canada & provincial	—	—	\$33,385,000	\$34,027,000
Municipal & corporate	89,000	89,000	6,280,000	6,615,000
	<u>89,000</u>	<u>89,000</u>	<u>39,665,000</u>	<u>40,642,000</u>
Total bonds	<u>32,196,000</u>	<u>30,634,000</u>	<u>41,890,000</u>	<u>42,879,000</u>
Stocks	<u>21,089,000</u>	<u>18,984,000</u>	<u>15,114,000</u>	<u>15,467,000</u>
Total securities	<u>\$53,285,000</u>	<u>\$49,618,000</u>	<u>\$57,004,000</u>	<u>\$58,346,000</u>

Effective January 1, 1981 \$29,426,000 in bonds was transferred from the trading to the investment portfolio. This is consistent with managements' intention to hold these bonds to maturity. The average term to maturity of the bonds transferred is 3.9 years. Had this transfer not been made, 1981 operating income before income taxes would have been reduced by \$1,301,000.

Notes to Consolidated Financial Statements

Continued

3. Mortgages payable

	1981	1980
Mortgages secured by revenue properties, with interest rates varying from 7-1/2% to 17-3/4% and maturing between 1982 and 2000	\$21,355,000	\$22,515,000
Wrapped around mortgages	20,553,000	10,011,000
	<u>\$41,908,000</u>	<u>\$32,526,000</u>

4. Share capital

Authorized — 500,000 common shares without nominal or par value which shall be issued for a price or consideration not exceeding \$5,000,000 in the aggregate.
— 400,000 first preferred participating shares with a par value of \$10 per share.

5. Directors' and officers' remuneration

The aggregate direct remuneration paid to Directors and Senior Officers amounted to \$313,000 (1980 — \$266,000).

6. Contractual obligations

Contractual obligations in respect of leases for branch premises and equipment expiring between 1982 and 1992 amount to \$5,270,000 (1980 — \$1,189,000). Rents paid in 1981 amounted to \$551,000 (1980 — \$429,000).

7. Appraisals

The properties of North West Trust Company and its subsidiary were appraised as at December 31, 1981 by Edward J. Shaske & Associates Ltd.; Appraisers and Real Estate Consultants. The results of appraisals are as follows:

	1981			1980	
	Revenue properties	Property for development or resale	Office premises & equipment	Total	Total
Appraised value	\$ 73,210,000	\$ 31,071,000	\$ 1,005,000	\$ 105,286,000	\$ 86,274,000
Book value	41,695,000	20,716,000	2,199,000	64,610,000	51,651,000
Adjustments to arrive at a basis consistent with appraisal:					
a) Furniture & equipment	(118,000)	(4,000)	(996,000)	(1,118,000)	(1,143,000)
b) Leasehold improvements	—	—	(992,000)	(992,000)	(621,000)
	<u>41,577,000</u>	<u>20,712,000</u>	<u>211,000</u>	<u>62,500,000</u>	<u>49,887,000</u>
Excess of appraised value over book value	\$ 31,633,000	\$ 10,359,000	\$ 794,000	\$ 42,786,000	\$ 36,387,000

The appraised value does not make any allowance for selling and administrative expenses nor income taxes related to the sale of appraised properties. The appraisal is

the sum total of the individual properties. No assumptions have been made with respect to the bulk sale of the entire holdings or groups of properties.

8. Segmented information

	1981			
	Financial services	Real estate	Eliminations	Consolidated
Revenue from third parties	\$ 64,230,000	\$ 7,904,000	\$ —	\$ 72,134,000
Intersegment revenue	1,367,000	297,000	(1,664,000)	—
Total revenue	<u>\$ 65,597,000</u>	<u>\$ 8,201,000</u>	<u>(\$ 1,664,000)</u>	<u>\$ 72,134,000</u>
Net operating income	\$ 4,407,000	\$ 1,004,000	(\$ 220,000)	\$ 5,191,000
Net gain on sale of real estate	959,000	355,000	—	1,314,000
Net income for the year	<u>\$ 5,366,000</u>	<u>\$ 1,359,000</u>	<u>(\$ 220,000)</u>	<u>\$ 6,505,000</u>
Identifiable assets	<u>\$505,293,000</u>	<u>\$54,508,000</u>	<u>(\$24,954,000)</u>	<u>\$534,847,000</u>

	1980			
	Financial services	Real estate	Eliminations	Consolidated
Revenue from third parties	\$ 50,016,000	\$ 6,219,000	\$ —	\$ 56,235,000
Intersegment revenue	501,000	366,000	(867,000)	—
Total revenue	<u>\$ 50,517,000</u>	<u>\$ 6,585,000</u>	<u>(\$ 867,000)</u>	<u>\$ 56,235,000</u>
Net operating income	\$ 4,207,000	\$ 809,000	(\$ 218,000)	\$ 4,798,000
Net gain on sale of real estate	88,000	4,297,000	—	4,385,000
Net income for the year	<u>\$ 4,295,000</u>	<u>\$ 5,106,000</u>	<u>(\$ 218,000)</u>	<u>\$ 9,183,000</u>
Identifiable assets	<u>\$431,011,000</u>	<u>\$54,164,000</u>	<u>(\$24,586,000)</u>	<u>\$460,589,000</u>

9. Related party transactions

Following are details of related party transactions and investment assets held as at December 31, 1981:

Securities of Carma Developers Ltd., and its affiliated companies \$ 976,000

Mortgages receivable from Carma Developers Ltd., and its affiliated companies \$6,738,000

All mortgages included above were made in prior years to non-affiliated companies in the normal course of business and were subsequently assumed by the affiliated companies in the normal course of their business. From time to time certain directors and senior management enter into transactions with the Company in the normal course of business. None of these transactions arising during the current year were material.

10. Comparative figures

Certain comparative figures for 1980 have been reclassified to conform with the classification used in the current year.

Five Year Summary

(In Thousands of Dollars Except Per Share Figures)

	<u>1981</u>	<u>1980</u>	<u>1979</u>	<u>1978</u>	<u>1977</u>
Investment assets					
Cash & term deposits	\$115,410	\$ 84,122	\$ 61,809	\$ 42,115	\$ 23,513
Securities	53,285	57,004	29,642	23,805	14,219
Mortgages & Loans	299,683	264,081	250,511	220,726	190,589
Revenue Properties	41,695	41,232	40,001	45,664	36,069
Total assets	534,847	460,589	395,740	340,061	275,310
Guaranteed account (customer deposits)	445,135	388,052	341,450	285,720	224,577
Shareholders' equity	29,663	24,188	15,777	10,544	8,863
Gross revenue	72,134	56,235	45,094	37,881	31,254
Net operating income	5,191	4,798	3,267	2,041	1,936
Net gain on sale of real estate	1,314	4,385	2,481	—	—
Net income for the year	6,505	9,183	5,748	2,041	1,936
Earnings per share					
— net operating income	10.08	9.32	6.34	3.96	3.76
— net income for the year	12.63	17.83	11.16	3.96	3.76
Dividends					
— per common share	2.00	1.50	1.00	.70	.60
— per preferred share	2.00	1.50	1.00	.70	.60

Services

GUARANTEED INVESTMENT CERTIFICATES

- 1 - 5 year maturities
- Monthly interest on amounts over \$10,000

SHORT TERM CERTIFICATES

- 1 - 364 day maturities
- Competitive interest rates

CHEQUING ACCOUNTS

- Free chequing

SAVINGS ACCOUNTS

- Interest calculated monthly
- Interest calculated daily
- Deposit by mail (postage paid)

REGISTERED RETIREMENT INCOME FUND

REGISTERED RETIREMENT SAVINGS PLANS

- Fixed term plan
- Equity plan
- Self-administered plan
- Flexible plan

INVESTMENT MANAGEMENT

REGISTERED HOME OWNERSHIP SAVINGS PLAN

PERSONAL LOANS

NORTH WEST TRUST EQUITY FUND

TRAVELLERS CHEQUES

LEASING & TERM LENDING

MORTGAGE LENDING

PROPERTY MANAGEMENT AND APPRAISAL

STOCK TRANSFER AGENT AND REGISTRAR

TRUSTEE AND AGENT FOR PENSION,

PROFIT SHARING AND OTHER

EMPLOYEE BENEFIT PLANS

AGENCY ACCOUNTS

Offices

HEAD OFFICE

7th Floor, 10201 Jasper Avenue
Edmonton, Alberta
Telephone: 420-6071

BRANCH OFFICES

CALGARY

202 - 7 Ave., S.W.
Telephone: 264-5423
Manager: Denis Marson
Mortgage Manager: Larry Todd

CAMROSE

4895 - 50 Street
Telephone: 672-7769
Manager: Don McPherson

EDMONTON

10205 Jasper Avenue
Telephone: 428-1212
Manager: Bill Coghill

10277 - 97 Street

Telephone: 422-4171
Manager: Emil Motoska

7933 - 104 Street

Telephone: 433-4286
Manager: Doug Gess

RED DEER

Bower Place Shopping Center
1045 - 4900 - 28 St.
Telephone: 347-7891
Manager: Larry LaClare

LETHBRIDGE

College Mall
2025 Mayor McGrath Drive
Telephone: 328-9199
Manager: Bob Roy

NORTH BATTLEFORD

11421 Railway Ave. E
Telephone: 445-0112
Manager: Bob Fraser

FORT MCMURRAY

Downtown Mall
9713 Hardin Street
Telephone: 791-0882
Manager: Roger Gosselin

NEW WESTMINSTER

632 Columbia Street
Telephone: 522-0757
Manager: Peter Davis

VANCOUVER

803 Hornby Street
Telephone: 685-0451
Manager: Russ Wilson
Mortgage Manager: Brian Robertson

VICTORIA

1113 Blanshard Street
Telephone: 386-3534
Manager: R. A. Loughheed

REGINA

1920 Broad Street
Telephone: 565-0660
Manager: Phil Lewry

YORKTON

Parkland Mall
263 Broadway Street East
Telephone: 782-1002
Manager: Henry Ohirko

WINNIPEG

234 Portage Avenue
Telephone: 947-0631
Manager: Ron Hore

SASKATOON

129 - 2 Avenue N.
Telephone: 934-6161
Manager: Bill Nolan
Mortgage Manager: Marvin Nicklin

MORTGAGE DEPARTMENT — HEAD OFFICE

Mortgage Manager: Fred Weymouth
Manager-Interim Financing
& Mortgage Syndications: Robert Taylor
Manager-Mortgage Administration: Robert Kuzyk

and AGENTS THROUGHOUT WESTERN CANADA

